



Susan Rachtman, EDAC

The Rachtman Group President & Co-Owner

Role: Medical Equipment Planner

Experience: 30 years | 16 with the Rachtman Group

Certifications: Evidence Based Design Accreditation and Certification, Attainia Certified Professional, Green Belt Lean Certified for Healthcare

Education: Sussex Downs School of Nursing; Business Studies, Massey University

With more than 30 years of varied medical industry experience Susan brings an international focus to Medical Equipment Planning for hospital and clinic projects. She holds an Evidence-Based Design Accreditation and Certification (EDAC) through the Center for Health Design and is Green Belt Lean Certified for Healthcare. While Susan can adapt and work within all disciplines of a hospital environment 'Surgical Services' would be one of her specialty areas (including Endo, Post Anesthetic Care and Sterile Processing).

RELEVANT EXPERIENCE

Moab Regional Hospital & Clinics – Building Additions and Remodel; Moab, UT

Pinedale Rural Access Hospital – Hospital & LTC Addition; Pinedale, WY

Mobridge Regional Hospital & Clinics – Remodel & Hospital Addition; Various, SD

Middle Park Health – Fraser Health Center; Granby Facility Addition & Kremmling Replacement Micro-Hospital; Various, CO

St. Vincent General Hospital – Replacement Rural Access Hospital; Leadville, CO

Denver Health Ambulatory Care Center; Denver, CO

VA Denver (Eastern Colorado Healthcare System) – Replacement Medical Center; Aurora, CO

UNM Comprehensive Cancer Center – Chemotherapy Unit extension; 'Women & Multi-Disciplinary' Outpatient Clinics; Albuquerque, NM

UNM Dental – Ambulatory Surgery Center & Clinic; Albuquerque, NM

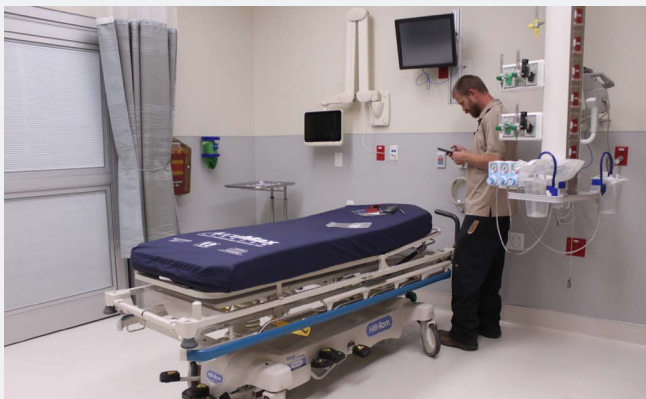
Guadalupe County Hospital – Replacement Rural Access Hospital; Santa Rosa, NM

Susan has experience in the private sector as well as federal, state and county projects. She holds an Evidence Based Design Accreditation and Certification (EDAC) through the Center for Health Design and is Green Belt Lean Certified for Healthcare. Susan comes from a background of hands-on experience as a nurse in England and New Zealand. Working in the operating room with surgeons and staff has given her a knowledge of hospital procedures and how to work most effectively with end users and vendors. Since coming to America in 2008, she has worked as an Equipment Planner on a broad range of projects, from major government facilities to small community hospitals. She has a strong focus on teamwork and communications with all stakeholders. The Rachtman Group is a certified Small Woman Owned Business.

Volume of Work

100% of the Rachtman Group's annual volume of work is in Medical Equipment Planning Services.

Relevant Project Experience



REMODEL & ADDITION

Moab Regional Hospital

Moab, Utah

A HOSPITAL FOR THE FUTURE:

This \$30 million dollar expansion of the hospital includes new trauma rooms, new surgical bays and room for the hospital to grow in the future. The remodel will complete expanded clinic space, a retail pharmacy, and expanded diagnostic departments. The 28,000 sf expansion includes increasing the number of emergency room bays from 9 to 14 and adding four new trauma rooms. This will reduce patient wait times and accommodate the increased number of patients the facility has seen in recent years as the only Level IV trauma provider in the area. Another 22,000 sf of the hospital will be renovated. Critical medical equipment was planned that can swing out of the way in emergencies. The project integrated state-of-the art, future-focused medical equipment and technology.

OWNER

Moab Regional Hospital

PROJECT SIZE

28,000 sf

COMPLETION

2024

SERVICES

Medical Equipment
Planning, Coordination,
Procurement Assistance
& Installation



NEW CONSTRUCTION

Sublette County Hospital

Pinedale, WY

STATE-OF-THE-ART COUNTY HOSPITAL:

The 35,000 sf critical access hospital will include:

- A 24/7 emergency room with a separate entrance
- Approximately 8 hospital rooms
- Potential surgical space
- Clinic space
- Laboratory services
- An imaging, CT-scan and X-ray area
- A secure room for emergency detention/mental health crisis support (Title 25)
- Shared dietary and maintenance facilities for the long-term care facility and hospital (This helps reduce costs.)

This new community hospital will make quality healthcare more accessible in Pinedale County.

OWNER

Sublette County Health

PROJECT SIZE

35,000 sf

COMPLETION

Ongoing

SERVICES

Medical Equipment
Planning, Coordination,
Procurement Assistance
& Installation

Challenges & Opportunities

ENSURING SUCCESS

Good medical equipment planning develops coordination between professionals involved in the building and renovation of new and existing healthcare facilities. While our focus will cover all aspects of your clinical FF&E needs, a review of clinical work flow and processes will become an important factor in eliminating waste and determining best practice. This will influence design layout and, in turn, improve equipment planning and buying decisions.

Our role as your Medical Equipment Planner, is not only about *what* equipment needs to go *where*, but to become an integral part of your team. We want to help deliver a safer, more effective healing and work environment for patients, families and staff.

Capital projects have many diverse items that must be considered. We will continuously interact with the provider, end-users and vendors in an efficient and detailed way. We want to ensure that you have the critical information you need at the right time to help eliminate delays and costly changes later.

LEAN FOR HEALTHCARE

Lean principles lead to continuous improvement in operational processes by eliminating unnecessary waste. Lean will transform any healthcare organization, large or small, into a safer, more highly effective facility, helping to cut waste and costs.

As a Certified Lean planner, Susan engages and works with the design team, management and user groups to identify and review potential problem areas. If not recognized early, these issues can create frustrations that can impact operational workflow and equipment decisions. Susan will be part of the team effort to improve overall processes while monitoring equipment budget constraints.

Using Lean principles in your equipment planning will benefit hospital processes in many areas including:

- Inventory Management
- Storage & Transportation Solutions for Clinical Supplies
- Operating Room & Sterile Production Services
- Equipment & Instrumentation Availability

COST SAVINGS OPPORTUNITIES

On initial review, it appears budget savings can be achieved in respect to the overall budget of \$9,431,000. This is based on GPO pricing for the HPG group (Health Trust), but it is dependent on the *Tier* level of the organization.

Based on our initial calculations, the estimated budget for medical equipment comes in at \$6,500,000. However, this cannot be accurately determined until the project is setup in Attainia and GPO/Tier pricing is applied. We view this as an opportunity to streamline the budget for medical equipment.

**OUR ROLE AS YOUR
MEDICAL EQUIPMENT
PLANNER IS TO
BECOME AN INTEGRAL
PART OF YOUR
TEAM AND HELP
DELIVER A SAFER,
MORE EFFECTIVE
HEALING AND WORK
ENVIRONMENT**

“For several years now the Rachtman Group has been providing exceptional Medical Equipment Planning Services to Davis Partnership Architects. We have done quite a number of projects together ranging from small to large Renovations, Expansions and Replacement facilities. We've done work ranging from specialty and primary care to Acute Care Hospitals to Long Term Care facilities. Susan has integrated extremely well with our internal design team as well as extended consultant team of engineers. Her nursing background gives her the knowledge, expertise and experience to communicate well with our Healthcare clients and their clinical leaders. Her timeliness, thoroughness and overall work ethic makes her a joy to have as part of our teams!”

— J.D. Dreyer, AIA, ACHA, Principal, Davis Partnership Architects

Process Overview



Scope of Work example

Scope of Work – Part 1

“I SEE MY ROLE AS BEING A KEY MEMBER OF YOUR TEAM. MY JOB IS TO HELP COORDINATE AND BRING ALL OF THE ELEMENTS TOGETHER—ON TIME AND WITHIN BUDGET—FROM PLANNING, THROUGH TO CONSTRUCTION AND OCCUPANCY.”

- Susan Rachtman, EDAC

the Rachtman Group will assist with the Equipment Coordination during the Design Phase. Departments include (but not limited to):

- ED, Imaging, & Inpatient: Trauma Bay (1); Triage (2) ISO & Multi-purpose Exam Rooms (9); CT; MRI; X-Ray; Mammography & Ultrasound; In-patient Rooms (14)
- Surgical Suite: ORs (2); Endoscopy Rooms (2); Prep & Recovery Bays (12); Sterile Processing
- Auxiliary Services: LAB; Pharmacy + IV Compounding; Materials Management; EVS

Coordination efforts will include:

- Capture and track clinical equipment requirements in Attainia (database) for MEP coordination, budgetary and reporting purposes
- Document equipment requirements by space, confirming furnish/install responsibilities
- Review and markup space layouts
- Identify and document product selections by preferred brand/supplier, inclusive of accessories (where possible)
- Provide customized reports for owner's representative/clinical administrator review/sign-off (as/where applicable)
- Convey above needs in a timely manner to meet project timelines

Scope of Work – Part 2

the Rachtman Group will assist with the ongoing Equipment Coordination, Equipment Procurement and Oversight of Transitioning, Installation and Activation of Equipment. Services include:

NEW EQUIPMENT – PROCUREMENT READY

- Acquire three competitive quotes on AS/SS equipment from 'basis of design' to demonstrate due diligence. Product offerings to be sorted and evaluated and final selections made
- In-person and virtual Zoom sessions with clinical administrator/resources to capture equipment accessories by line item and by department
- Continue the coordination of AS/SS Equipment to lock in vendor site specific drawings contract for purchase orders to be issued
- Continued management of vendor on-site liaisons and clinical administrator in-field visits, as/where necessary, for product selections to be made
- Continued coordination of procurement ready equipment packages—inclusive of lead times—for phased delivery of equipment (vendor & contractor installed), taking advantage of “bundled” opportunities where possible
- Assist with the coordination of RFI/RFPs for vendor bidding of mainstream items (e.g. Owen & Minor; CME; Medline). The issuing of POs to coincide with the construction phasing schedule to take advantage of negotiated vendor storage offerings at no charge. Medical distributor “white glove” service offerings should also be a consideration for efficiencies in delivery, assembling of product and removal of packaging.



PROCUREMENT, DELIVERY & INSTALLATION

Our team can issue purchase orders on behalf of the client —and track progress for ongoing reporting purposes—but the initial POs will need to be generated by the facility's 'in-house' team for the coordination of receiving and invoice payments of goods.

We typically work alongside the director of materials management and the CCO to ensure product selections meet with hospital protocols and GPO alliances, as follows:

- Assist owner representative with the phasing of key equipment installations in line with the construction schedule
- Assist owner representative with the timely procurement of dispensers and wall mounted accessories to coordinate install with the contractor, ensuring correct placement and backing requirements are met
- Coordinate with owner representative the procurement, delivery, and receipt (storage, where applicable) of owner furnished/installed items
- Coordinate product servicing schedule with vendor representatives & SCHD team prior to move in (as applicable)
- Final walk-through/sign off (punch list – based on project Phasing)
- Facilitate *Day in the Life* Dress Rehearsal Scenario prior to patient occupancy in-line with the client's directive

Coordination efforts will include:

- Track clinical equipment purchases in Attainia (database) for MEP coordination and itemized cost variances.
- Provide a customized monthly reports for client tracking (as applicable)
- Assist with the coordination of equipment purchase orders, as/where necessary
- Assist with the coordination of Asset Tracking /RFID Equipment Tracking (if required)
- Communicate & update all stakeholders with equipment deliveries/installations to ensure synchronization of schedules (i.e. right place at the right time)



Planning Software

ATTAINIA

**EVERY PROJECT IS
AS UNIQUE AS ITS
SOLUTION. AN IDEAL
OUTCOME REQUIRES
COMMITMENT,
CREATIVITY AND A
MULTI-DISCIPLINARY
APPROACH.**

Our team utilizes a planning software called Attainia to assist in planning and coordination efforts. Attainia provides an integrated database of pre-built room templates, equipment lists and preliminary budgets, allowing us to efficiently browse, search, select and monitor healthcare capital equipment in more than 4,500 categories from more than 2,400 healthcare industry suppliers. Information from the catalog provides the foundation for making good decisions prior to the submission of equipment planning for complex hospital projects. Our team will utilize Attainia to capture and track clinical equipment requirements and purchases for MEP coordination, budgetary and reporting purposes.

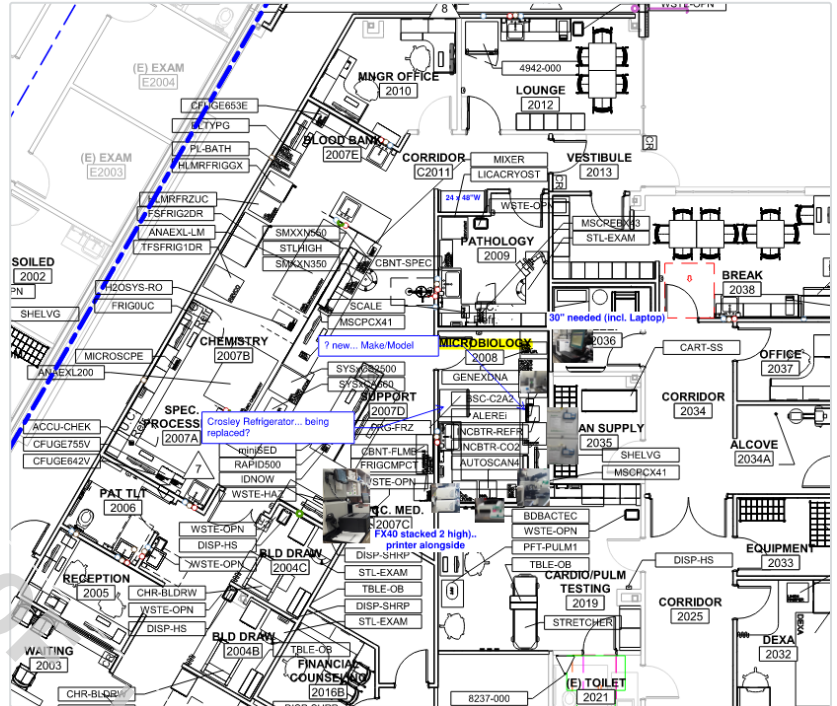
Key Deliverables

ENGINEERING PACKAGE

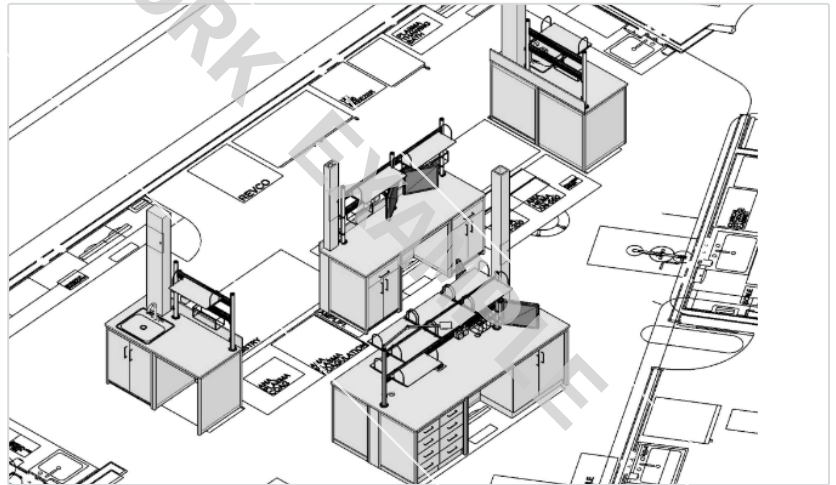
- Verify equipment & clinical furniture needs by space
- Develop overall clinical FF&E plan by department and room
- Identify and provide gap analysis on additional needs by space, in consultation with owner's representatives/clinical administrator
- Obtain manufacturer typical blueprints for key equipment (ASE)
- Review and validate equipment budget for new equipment
- Identify client purchasing protocol and document product preferences by preferred brand/supplier (AS/SS Equipment)

CD PACKAGE

- Verify/Lock-in vendor site specific drawings, as/where possible
- Validate RxR listings with owner's representative/clinical administrator
- Provide a forecast summary of equipment needs for RF/ RFQ procurement purposes
- Generate CD Budget based on agreed equipment
- Provide a comprehensive summary of items to be procured (MC/relevant Stakeholders)
- Review construction schedule and update procurement timeline (where possible)



SAMPLE EQUIPMENT REDLINES



SAMPLE REVIT MODEL

Moab Regional Hospital & Clinics Budget Summary By Department Department Name [Dept Id]

Currency: Dollar (US)

Working Budget
Equipment

CARDIO_PULMONARY	0.00
CLINICS - SPECIALTY	0.00
CLINICS - URGENT CARE	86.00
EMERGENCY DEPT.	3,988.00
IMAGING	16,350.00
IT	66,947.15
LAB	213,916.00
OPNS	6,707.00
PHARMACY	6,080.00
PHARMACY - RETAIL	15,000.00
SURGICAL SERVICES	275,051.25
Equipment (E):	604,125.40

SAMPLE BUDGET SUMMARY

Org Name	Project Name	POID	Req#	PO#	Vendor	Total Ext Cost	Total Tax	Total Config	Variance	Issue Date	Current Status Date	Status	Expediting Notes	Supplier Notes	PO Remarks	Requisition Date	Ship To	Not Earlier than	Not Later than
TRG	Moab Regional Hospital & Clinics	00099	000099	10838	UMF Medical	11,686.33	0	11,686.33	11,686.33	9/22/2023	9/22/2023	Issued			Estimated	9/21/2023	Moab	10/31/2023	
TRG	Moab Regional Hospital & Clinics	00098	000098	10739	CME Corp	2,402.20	0	2,402.20	2,402.20	9/8/2023	9/29/2023	Completed				9/6/2023	Moab		
TRG	Moab Regional Hospital & Clinics	00097	000097	10685	STERIS	484.71	0	484.71	484.71	9/5/2023	9/5/2023	Issued				8/28/2023	Moab		
TRG	Moab Regional Hospital & Clinics	00094	000094	10641	LogiQuip, LLC	824.4	0	824.4	-4,348.60	8/24/2023	8/24/2023	Issued				8/24/2023	Moab		
TRG	Moab Regional Hospital & Clinics	00093	000093	10682	CME Corp	951.05	0	951.05	951.05	8/24/2023	9/29/2023	Completed				8/17/2023	Moab		
TRG	Moab Regional Hospital & Clinics	00092	000092	10650	CME Corp	5,077.84	0	5,077.84	2,283.84	8/22/2023	9/29/2023	Completed				8/22/2023	Moab		
TRG	Moab Regional Hospital & Clinics	00091	000091	10546	CME Corp	451.89	0	451.89	451.89	7/28/2023	9/29/2023	Completed				7/28/2023	Moab		
TRG	Moab Regional Hospital & Clinics	00090	000090	10416	Packard	285.95	0	285.95	285.95	8/24/2023	8/24/2023	Issued			Price to be 8/23: 2 additional	7/18/2023	Moab		
TRG	Moab Regional Hospital & Clinics	00089	000089	10499	LogiQuip, LLC	304.66	0	304.66	304.66	7/26/2023	8/23/2023	Issued				7/20/2023	Regional		
TRG	Moab Regional Hospital & Clinics	00088	SR	10543	BD - Becton,	672	0	672	-6	7/27/2023	7/27/2023	Issued				7/25/2023	Moab		
TRG	Moab Regional Hospital & Clinics	00087	SR	10537	Tri Anim	7,101.08	0	7,101.08	5,698.08	7/28/2023	7/28/2023	Issued				7/27/2023	Moab		
TRG	Moab Regional Hospital & Clinics	00086	'	10503	CME Corp	10,872.83	0	10,872.83	10,090.83	7/24/2023	7/24/2023	Issued				7/21/2023	Moab	8/14/2023	8/21/2023
TRG	Moab Regional Hospital & Clinics	00084	000084	10495	LogiQuip, LLC	126.9	0	126.9	126.9	7/19/2023	7/19/2023	Issued				7/19/2023	Moab		
TRG	Moab Regional Hospital & Clinics	00083	SR	10493	Ci/F Corp	1,872.12	0	1,872.12	1,872.12	7/19/2023	9/29/2023	Completed				7/19/2023	Moab		
TRG	Moab Regional Hospital & Clinics	00082	SR	10491	Owens &	100.82	0	100.82	100.82	7/19/2023	7/19/2023	Issued				7/19/2023	Moab		
TRG	Moab Regional Hospital & Clinics	00081	000081	10638	Medline	1,673.67	0	1,673.67	-1,288.33	7/27/2023	7/27/2023	Issued				7/27/2023	Moab	10/11/2023	10/18/2023
TRG	Moab Regional Hospital & Clinics	00080	000080	10504	CME Corp	3,469.17	0	3,469.17	-2,244.84	7/24/2023	8/2/2023	Issued			9/29: Blood Drawer	7/21/2023	Regional	11/8/2023	11/15/2023
TRG	Moab Regional Hospital & Clinics	00079	000079	10505	ICU Medical	6,121.83	0	6,121.83	-6,628.17	7/24/2023	7/24/2023	Issued				7/21/2023	Moab		
TRG	Moab Regional Hospital & Clinics	00078	000078	Credit Card	Amazon.com	35.56	0	35.56	35.56	6/21/2023	6/21/2023	Issued				6/21/2023	Moab		
TRG	Moab Regional Hospital & Clinics	00077	000077	10371	CME Corp	970.59	0	970.59	970.59	6/21/2023	8/15/2023	Completed			8 weeks	6/21/2023	Moab		
TRG	Moab Regional Hospital & Clinics	00076	000076	10378 (10370)	Knu Contract / La-Z-Boy Contract	0	0	0	0	6/21/2023	6/26/2023	Issued			Esther Medrano, Project	6/21/2023	Moab Regional Hospital	9/19/2023	9/28/2023
TRG	Moab Regional Hospital & Clinics	00075	000075	10300	DeRoyal	328.86	0	328.86	328.86	6/6/2023	6/6/2023	Issued				6/2/2023	Moab		
TRG	Moab Regional Hospital & Clinics	00074	000074	10292	Hillrom - Bed	13,779.54	0	13,779.54	13,779.54	6/6/2023	6/6/2023	Issued				5/30/2023	Moab		
TRG	Moab Regional Hospital & Clinics	00073	000073	10291	STERIS	2,468.96	0	2,468.96	2,468.96	6/6/2023	6/6/2023	Issued				5/30/2023	Moab		
TRG	Moab Regional Hospital & Clinics	00072	000072	10260	Medline	48,785.84	0	48,785.84	-48,214.16	6/6/2023	6/6/2023	Issued				5/30/2023	Moab	11/6/2023	11/13/2023

SAMPLE PURCHASE ORDER SUMMARY

OUR DETAILED
PROCESS IS BASED
ON TRANSPARENCY,
OPEN COMMUNICATION
AND TRUST

Room By Room Detail Report

Department: LAB

Building:

GPO Contract

My Org Contract

Currency: Dollar (US)

Atta ID	Item ID	Qty F/I AC	Description Model Item Notes	Manufacturer Vendor	Funding Source Cost Center Budget Name	Item Status Custom 1 Custom 2	Unit Cost Opt Subtotal	Item Tax Opt Tax	Price Type Total Config
5361-031	RAPID500	1 O/O 2	Analyzer, Lab, Blood Gas, Point-of-Care RAPIDPoint 500	Siemens Healthcare Diagnostics (10492730)	Existing (Reuse) Unassigned Unassigned	Draft (Existing) Unassigned Unassigned	0.00	0.00	Vendor 0.00
3352-045	SYSxCS2500	1 O/V 2	Analyzer, Lab, Coagulation, Plasma Sysmex CS-2500 Sits on mobile table w/CA660	Siemens Healthcare Diagnostics (CS-2500) Siemens Healthcare Diagnostics (CS-2500)	Existing (Reuse) Unassigned Unassigned	Draft (Existing) Unassigned Unassigned	0.00 3,317.00	0.00 0.00	Vendor 3,317.00
3352-039	SYSxCA660	1 O/V 2	Analyzer, Lab, Coagulation, Plasma Sysmex CA-660 CA-600 Series. Sits on table w/CS2500	Siemens Healthcare Diagnostics (10712039) Siemens Healthcare Diagnostics (10712039)	Existing (Reuse) Unassigned Unassigned	Draft (Existing) Unassigned Unassigned	0.00	0.00	List 0.00
3356-099	SMOXXN350	1 O/V 2	Analyzer, Lab, Hematology XN-350 Laptop & Printer alongside. XN-550 on same table 6/20 - Lock-in relocation dates with vendor prior to 12/18	Sysmex (XN-350) Sysmex (XN-350)	Existing (Reuse) Unassigned Unassigned	Draft (Existing) Unassigned Unassigned	0.00 1,890.00	0.00 0.00	Vendor 1,890.00
3356-097	SMOXXN550	1 O/V 2	Analyzer, Lab, Hematology XN-550 HP laptop & Laser Jet Pro alongside. XN350 on same table 6/20 - Lock-in relocation dates with vendor prior to 12/18	Sysmex (XN-550) Sysmex (XN-550)	Existing (Reuse) Unassigned Unassigned	Draft (Existing) Unassigned Unassigned	0.00 1,890.00	0.00 0.00	Vendor 1,890.00
4848-008	ANAEXL-LM	1 O/V 2	Analyzer, Lab, Immunochemistry Dimension EXL w/LM	Siemens Healthcare Diagnostics (778021.911) Siemens Healthcare Diagnostics (778021.911)	Existing (Reuse) Unassigned CAPEX	Draft (Existing) Unassigned Unassigned	0.00 5,253.00	0.00 0.00	Quote 5,253.00
4848-011	ANAEXL200	1 O/V 2	Analyzer, Lab, Immunochemistry Dimension EXL 200	Siemens Healthcare Diagnostics (778041.911) Siemens Healthcare Diagnostics (778041.911)	Existing (Reuse) Unassigned CAPEX	Draft (Existing) Unassigned Unassigned	0.00 5,253.00	0.00 0.00	Quote 5,253.00
3362-012	IDNOW	1 O/V 2	Analyzer, Lab, Microbiology ID NOW	Abbott Point of Care Inc (NAT-024)	Existing (Reuse) Unassigned Unassigned	Draft (Existing) Unassigned Unassigned	0.00	0.00	Vendor 0.00
6143-018	miniSED	1 O/O 2	Analyzer, Lab, Sedimentation Rate 112-01017 miniSED Automated ESR Analyzer	ALCOR Scientific Inc. (112-01017)	Existing (Reuse) Unassigned Unassigned	Draft (Existing) Unassigned Unassigned	0.00	0.00	Vendor 0.00

PLAN Powered by Attainia.com

Sorted by Department, Room, Room #, Item Description

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SAMPLE ROOM BY ROOM REPORT